UARRETT TO SPEAK TO CHAMBER OF COMMERCE

Address on Salesmanship First in Series of Business

Conference. COLONEL BOPE HAS ACCEPTED

Vice-President of Carnegie Steel Company to Tell Richmond Business Men How to Secure New Industries-Ford's Agent to Speak.

Business economies will be taken up by the Richmond Chamber of Comnerce in a series of monthly lectures Some of the most practical men in American Industrial affairs will be the speakers. The first meeting will be held in the auditorium of the Jefferson Hotel on Tuesday night.

The first speaker will be D. M. Barrett, of Detroit, secretary of the World's Salemanship Congress. Mr. Barrett is recognized as one of the most practical men in his line, and his talk will deal with the great subject of salesmanship.

Arrangements for the series of meet-Arrangements for the series of meets' ings have been practically completed, and they will be carried on indefinite-ly. Several of the speakers have already accepted invitations and others who will appear will do so when dates that fit in with other engagements can be selected.

Among those who have

Among those who have accepted are Among those who have accepted are Colonel H. P. Bope, vice-president of the Carnegie Steel Company, Colonel Bope will tell the members of the Chamber of Commerce how to increase the industries of the city by attracting new plants here. As chairman of the Pittsburg Industrial Commit-Colonel Bope will deal with practitions, as he was highly success. tee, cooner look, it is a things, as he was highly success, ful in his work in Fittsburg, which was earried on in connection with the Chamber of Commerce of that city.

FORD'S WELFARE AGENT. TO TELL OF HIS WORK Dr. Samuel S. Marquis, head of the imployees' welfare department of the Ford Automobile Company, will give a bractical talk on the work accom-

The meetings will continue indenonly practical experiences are desired, it being the intention of the Chamber to introduce to Richmond's business nen, the great economic ideas that have proved successful in the indus-

CATLIN SHOCKED WHEN CAR RUNS INTO LIVE WIRE

lunges Over Embankment at Fifth

the embankment.

Mr. Catlin said last night that he was proceeding along Fifth Street and that a crowd of children yelled at him to stop. He said he paid no attention do coming a total of 400 new membership characters they because they frequently shout. For him in passing, Before he could stop, however, he saw a wire right country and 1551 for the southeastern across his path. The wire country illusters. The canyassers vesterday. gainst the windshield and top of the

against the windshield and top of the sutomobile and the blaze from the live wire ran all over the machine. When he came to himself, Mr. Cat-lin said he was standing on the side-walk and looking at the automobile going over the embatkment. He had no recollection of jumping. In addition to being bedly shaken up, he said that he was severely shocked by the electric current.

Believing that the chauffeur had been Rilled, a crowd of colored women work-ed themselves into a frenzy as the car went over the embankment and the addresswere informed that a terrible accident had occurred. Officers from asseveral stations rushed out to the accident of the sendent, prepared for almos any energency.

GARNETT BECOMES COMMISSION'S HEAD

(Continued From First Page.) of the Governor, the chairman of the State Corporation Commission and the Auditor of Public Accounts. PRENTIS TAKES SEAT

ON SUPREME BENCH Just before the reorganization of the State Corporation Commission, Judge Robert R. Prentis, its former chairman, took his seat as a member of the Su-preme Court of Appeals, succeeding, by the appointment of the Governor, Judge Richard H. Cardwell, president of the tribunal, who now retires to private life after a continuous service of twenty-one years on the State's appellate court. The retiring chief justic

administered the oath of office to the ourt's newest member. As the ranking justice, Judge George As the ranking justice, angle teered M. Harrison, who came to the Supreme Bench in the same year with Judge cardwell, was promptly elected by his associates president of the court. The presiding judge is a member of the famous Harrison family of Virginia, the same bear on his fathers form. and was born on his father's farm, near Staunton, on February 14, 1847. After serving with distinction as a soldier of the Confederacy in the War

CYPRESS SHINGLES

of 4-inch Southern Cypress Shingles that we bought at a special price, owing to the fact that they were covering to the fact that they were reregularly sawed and contained some sap shingles in the bundles along with the hearts.

Montague Mfg. Co.

Richmond, Virginia

Will Address Chamber



secretary of World's Salesmanship Congress.

up the practice of law, and entered the University of Virginia in the fall of 1869, remaining there until the summer

A portrait of Judge Benjamin Watkins Lacy, a former member of the court, was yesterday presented to the court by Isaac Diggs, for a long time a partner of the jurist. The presenta-tion was made at the request of the

EUROPEAN WAR PRISONERS IN ONE BIG BROTHERHOOD

Railroad V. M. C. A. Canyassers Hear of Work Done by International Organization.

practical talk on the work accom-plished by his department. Dr. Marquis will discuss the system followed by Henry Ford in dealing with his vast army of employees. This address will be of particular interest to business ford, college secretary for the South Canvassers in the campaign for 1.500 men employing large numbers of men for the international committee of the the belligerent nations.

When the war broke over Europe. said the speaker. 'the Young Men's Inristian Association was one of the first organizations to enter the field A good program is being arranged first organizations to enter the field paper the initial meeting on Tuesday seeking to help the unfortunate. There ght Mr. Barrett will arrive early are approximately 6,990,000 prisoners the day and will be entertained of wir in Europe, and the Young Men's Christian Association has undertaken then the Christian Association has undertaken to organize these unfortunates in the great brotherhood. In the Young Men's

by Westherford was followed by M. Plunges Over Embankment at Fifth and Hospital Streets.

William Catlin, of 517 Bank Street, was considerably shaken up last night when his automobile encountered a live wire near the intersection of Fifth and Hospital Streets. The car continued its course after Mr. Catlin had jumped out, and wreeked itself over the embankment.

Mr. Catlin, and last night was that he will be considered to the first target of the Railroad Young Men's Christian Association for the Southeastern Division; W. H. Merritt, secretary to W. D. Duke, of the Richmond, Fredericksturg and Potomac, and Sectional Streets and Ohio, J. F. Bryant, assistant superintendent of the Chesapeake and Ohio, J. F. Bryant, assistant superintendent of the Chesapeake and Onio, G. K. Roper, general weaken and Ohio, J. F. Bryant, assistant superintendent of the Chesapeake and Onio, G. K. Roper, general vertical and the south section of the Railroad Young Men's Christian Association for the Chesapeake and Onio, G. K. Roper, general vertical and the south section of the Railroad Young Men's Christian Association for the South-eastern Division; W. H. Merritt, secretary to W. D. Duke, of the Richmond, Predericksturg and Potomac, and Section of the Chesapeake and Ohio, J. F. Bryant, assistant superintendent of the Chesapeake and Ohio, J. F. Bryant, assistant superintendent of the Chesapeake and Ohio, J. F. Bryant, assistant superintendent of the Chesapeake and Ohio, J. F. Bryant, assistant superintendent of the Chesapeake and Ohio, J. F. Bryant, assistant superintendent of the Chesapeake and Ohio, J. F. Bryant, assistant superintendent of the Chesapeake and Ohio, J. F. Bryant, assistant superintendent of the Chesapeake and Ohio, J. F. Bryant, assistant superintendent of the Chesapeake and Ohio, J. K. Roper, general peake and Ohio, J. K. Roper, gen

vesterday members, Division E. H. f. Moist, chairnan, leading with nineteen.



At the first sign of skin trouble apply

sarily a serious matter! Even in severe, well-established cases of eczema, ringworm or similar affections, Resinol Ointment and Resinol Soap usually relieve the itching at once and quickly overcome the trouble completely. How much more, then, can this simple, inexpensive treatment be relied on to dispel skin troubles in their earlier stages. Resinol Soap and Resinol Ointment are sold by all druggists. For samples of each, free, write to Dept. 1-R. Resinol, Baltimore, Md.

Debatante Bouquets Of Quality and Style

> John L. Ratcliffe

FLORIST. 209 West Broad Street,

Richmond, Va.

OF PETROLEUM RESERVES

Life of United States Navy at Stake, Declares Assistant Secretary Roosevelt.

MUST NOT REVERT TO COAL

Opening Attack in Renewal of War of California Operators.

(By Associated Press.)
CHICAGO, November 16.—The life of the United States Navy is at stake in the fight to retain government control of the California petroleum reserves, Assistant Secretary of the Navy Roosevelt asserted in a paper read here tonight at the closing session of the annual convention of the American Min-

ing Congress.

"It may be set down as a definite conclusion," said the paper, "that the navy cannot revert to coal-burning vessels without enormous loss of efficiency, and, furthermore, the navy will not so revert." will not so revert."

opening attack in the renewal opening attack in the renewal fight in Congress over the Phelan amendment to the general oil land bill designed to protect the claims of California operators. Navy officials have insisted that the policy of building oil-burning ships could not be carried out if the amendment prevailed, and Secretary Daniels appealed directly to President Wilson when action seemed President Wilson when action seemed and the injured man was made and the injured man was made

at sea with an increased efficiency of 25 per cent; ability to sustain maxi-mum speed for long periods of time. ithout clogging furnaces, flexibility n speed, and, finally, greater safety rom submarines, as in modern Amer-can ships the fuel oil is disposed along the bottom to cushion the blow of exploding torpedoes. 35-KNOT SHIPS IMPOSSIBLE

The thirty-five-knot battle cruisers, outs and destroyers authorized by longress could not be built, the paper

Young Men's Christian Association of the Voung Men's Christian Association of the auditorium, 1st. Weatherford called attention to the work the Voung Men's Christian Association is doing a full two years' supply for the fleet in war time. For our present needs we should have probable of the control of the work of the fleet in war time. For our present needs we should have probable of the control of the work of the fleet in war time. For our present needs we should have probable of the control of years hence we ought to have 20,000,00 The navy burns to-day, in time o

peace, about \$42,000 barrels a year, and if battleships are to he replaced, as planned, after twenty years' service, the paper stated, the annual consumption would rise to 10.237,000 barrels in ten

tent that every justifiable claim against the reserved lands should be compen-

emove oil from these lands."

Comprehensive discussion of all steps

Mr. Hughes and Chairman Willeas n the marketing of coal, oil and or-rom discovery and development to dis-

from discovery and development to dis-tribution occupied the last day of the congress. Scientific authorities, com-mercial experts and government au-thorities discussed the future of the mining industry, and the congress closed with its annual banquet to-night after Walter Douglas, of New York, had been elected president. Resolutions adopted included one ad-vocating a more liberal administration. vocating a more liberal administration

of the land laws and protesting against Federal leasing of mineral and other in Congress Over Phelan Amend-of politics from the mine-inspection ment, Designed to Protect Claims dision of American mining laws.

CAR CONDUCTOR HAS RIGHT LEG BROKEN

Accident Occurs at Third and Main Streets as He Is Adjusting His Trolley.

E. A. Wilber, of 26 South Robinson Street, a conductor in the employment of the Virginia Railway and Power Company, is in Grace Hospital with his Company, is in the was struck by Main Street car No. 122, in charge of Motorman W. N. Carwille and Con-The article is the Navy Department's curred at 6:18 o'clock last night at the opening attack in the renewal of the light in Congress over the Phelan Mr. Wilber alighted from his car corner of Third and Main Streets,
Mr. Wilber alighted from his car

if the amendment production in the control of speed and cruising radius, control of speed and cruising radiu

the accident it was unavoidable

MUTE ON LATEST RETURNS

Hughes and Willeas Persist in Await. ing Official Figures Before Acknowledging Defeat.

NEW YORK, November 16 .- Both Charles E. Hughes and Republican National Chairman Willeox to-day were nute on the latest California returns which indicate that President Wilson will retain his plurality. They persist in awaiting the officially completed returns before acknowledging defeat, Chairman Willeox received a sheaf of telegrams urging a recount in California, New Mexico, New Hampshir would not act on the suggestions un

BELL-ANS

Absolutely Removes Indigestion. One package proves it. 25c at all druggists.



Waste

The Hajoca Waste is the sanitary accessory for the disposal of used water from bath or lavatory. Its improved construction absolutely prevents the soapy residue from backing up into the bath or bowl for the next

Such accessories as this make the beautiful Hajoca bathroom fixtures supreme in sanitary health-protecting service.

You must visit our Showrooms and second display of model bathrooms and separate fixtures to appreciate their value to your home. Our automobile will bring you as our guest if you phone Randolph

HAINES. JONES & CADBURY CO. 14 and 16 S. Ninth St., Richmond, Va

Hajoca Book Free.

Smart Apparel for Women and Misses



Hundreds of Winter Suits Reduced

\$15.00, \$19.75,

Remarkable for the Prices In All the Wanted Materials

No Need to Wait Longer for Suit Bargains They Are Here Now

Hundreds of exclusive Suits are here at greatly reduced prices. The value of fashion merchandise depends almost entirely upon time. Think that over. To-day's \$100 suit would probably not be worth \$10.00 a year from to-day. Every moment that fashions hang in cases their value lessens, wherein you see the reason for the quick comings and going here. That's why these Suits are reduced now, instead of later. We sell them when they are desirable and in fashion. Come to-day.

start for Lakewood, N. J., to-morrow

DEATHS IN VIRGINIA

A. H. De Jarnatte,
Alexander Herndon De Jarnatte died
on Saturday at his home, "Springfield,"
Caroline County, after a long illness,
He is survived by his wife, who was and J. M. De Jarnatte.

Funeral of L. Marvin Willers, The funeral of L. Marvin Willeroy, thirty-five years old, who died in El Paso, Texas, Sunday, will be conducted from the residence of his sister, Mrs. W. T. Eines, 3018 East Broad Street, this afternoon at 3:30 o'clock. The bu-rial will be in Hollywood Cemetery, Friends and relatives are invited to at-

Mrs. J. W. Brown [Special to The Times-Dispatch.] LYNCHBURG, VA., November 16. fter several months' illness. tion to her husband, she has the fol-lowing children living: Mrs. G. E. Jen-Hallfax County; Mrs. J. D. ble, Mrs. L. A. Stone, Mrs. H. Gough



the Right Originality. Compare These Boots With Others

Elsewhere. and You WIII Agree That \$7 Is a Very Low Price.

The models illustrated come in the modes illustrated come in imported kid, in all the beautiful shades of the new Havana brown and two-tone effects; nine inches high, with leather Louis heels, \$7. Other Styles and Leathers From



W. A. Sorg & Co.

tle child's health.

James J. Offield. STANARDSVILLE, VA., November 18, James J. Offield, of Lydia, this countv. died yesterday, aged forty-one Mrs. years. Mr. Offield is survived by his nine mother, three sisters. Mrs. John F. day Breeden, of Stony Point; Mrs. Humle Hensley, of Roanoke, and Mrs. Kelly Breeden, of Staunfon, and one brother, Jerry Offield, of Hagerstown, Md.

HARRISONBURG, VA., November 16. Richard Woolfrey, sixty years old, cled last night west of Harrisonburg. The was a native of Orange County Surviving him are his wife, who was Miss Martha Jane de Vier, and six



AVENUE

just one snappy Richmonds Selection

Greentree Purchading Power means more Overcoat Value

E. F. Brown and J. F. Brown, Camps children, including Mrs. Hugh Pen-Woolfrey, of Charlottesville,

Mrs. Ingleborg C. Rich. LYNCHBURG, VA. November 1s. Mrs. Ingleborg C. Rich, aged forty nitte years, died at her home here to day after a long illness. Mrs. Ric



A Great Sale of Sewing **Machines**

terest that has manifested itself in Opening Week Values in our new Sewing Machine Department, we have purchased from a Washington, D. C., department store their stock of Sewing Machines and Accessories. Just how advantageously we bought them will be revealed by the following prices::

\$30 New Willard \$24.50 \$30 Singer Machine ... \$17.50 \$45 White Machine . . . \$22.50 \$35 Wheeler-Wilson . \$21.75 Stainless Oil, 3-oz. cans. . 10c Best Machine Belts....14c

Included in this lot of machines are some floor samples and some taken in exchange for different Many are brand new, right from the factory, but all complete in every way, with up-to-date attachments, and all are perfect sewers.

TERMS AS LOW AS \$1 DOWN AND \$1 PER WEEK

ASK TO SEE THE DOMESTIC \$29.50

HERMANN SCHMIDT'S PET BLEND

The good Housekeeper always looks forward to the exceptional value of the weekend SCHMIDT SPECIALS. Besides those offered here, a great many others are to be found displayed on our tables-many new and attractive ARTICLES.

For Friday and Saturday Only QUEEN 29c

Extra large size - container full quart-selected quality.

FISH

Some especially good and attractive itemsthe season's first arrival. Pickled Herring Roll Herring

Russian Sardines

Smoked Salmon

Boneless Herring Boneless Codfish For Friday and Saturday Only. Extra Fancy Bloater Mackerel......29c

A few new arrivals of seasonable items: Sun-dried Peaches Scotch Oatmeal Virginia Dark Buckwheat 06c Comb Honey25c

For Friday and Saturday Only. DUFF'S MOLASSES, 17c. New Orleans's most famous product, regular 20c size. Premier Buckwheat20c Aunt Jemima Buckwheat12e

WALNUTS New California, fancy, heavy meat, delicious

Telephone Randolph 101 to 104

504-508 East Broad Street

THINGS YOU WANT

Mince Meat Plum Pudding

> Malaga Raisins Crystallized Fruit HUNTLEY & PALMER, Reading, England.

World's most famous Biscuit Wafers. Just received, among others, the following varieties of fine Biscuit Concert

Butter Fingers Digestive Wheatmeat Reading Short Bread

Alligator Pears

FRUIT DEPARTMENT

Oranges, 39c Dozen. Extra large, selected, sweet; the usual 50c

Pippin Apples Friday and Saturday Only

Brushes, 19c

Scrub Brushes purchased before advance—solid back, selected palmetto; the regular 30c size.

Thanksgiving is close at hand. Those who personally make their Plum Pudding and Mince Meat will profit by not delaying the purchasing of supplies. Our stock represents the best obtainable quality.

Citron25c Shelled Nuts

HERMANN SCHMIDT

